MASSPORT

We're On the Job in Boston...and Around the World

We have a convenient downtown Boston location, supplemented by representatives in China, Germany, Israel, Brazil, Mexico, Singapore, the UK, and Poland. Our staffers are multilingual and are well-versed in the cultural and business practices—as well as business potential—of just about anyplace you'd like to do business. Using specialized knowledge, as well as some key computer databases, we can give you the information and advice you need to decide on where, when... or even if... you should pursue export expansion.

We Make it Simple

1)
Start by filling out an application, so we can find out what you're all about. Next, we match you up with the trade specialist who has the most insight into the international markets where your firm might find potential partners.

2)
Our trade specialist then works with you to more specifically target your overseas opportunities. Using every resource at his/her disposal, the trade specialist will take an indepth look at your company's product(s) and produce a brief feasibility study for the target market(s.) After both your company and Massport assess this material, you decide whether to proceed.

Taking Aim With the Export Accelerator Program

In business, time is money. At Massport, we don't waste either commodity. That's why we've developed a program just for New England-based manufacturers that have serious time and money riding on international expansion. Our Export Accelerator Program is not a one-size-fits all, computer-generated prospectus. It's a one-on-one, customized effort, which gives your firm a realistic assessment and analysis of the best export opportunities abroad. It identifies, screens and introduces you to a range of qualified trading partners in attractive new market areas.

3)

Your next step, if it looks like your product will be a hit in the target market, is to sign a commitment letter authorizing an action plan. An exclusive business development mission for your company will then be developed, bringing you to the selected country for a series of qualified meetings and site visits.

Are You an Export Accelerator Program Company?

If you want to successfully participate in the Export Accelerator Program, your company must be able to meet certain criteria. The product you intend to export must be manufactured in the six-state New England region.

In addition, your CEO must exhibit a commitment to exporting and must be willing to devote the necessary company time, staff and financial resources to develop international markets. This should include designating a point person to work with Massport, as well as following through with a Letter of Commitment to pursue recommended leads and business opportunities.

If you think this program's for you, please fill out and return the attached form, and we'll be in touch as quickly as possible.

Learn More About the Export Accelerator Program

If you would like additional information about the Export Accelerator Program, please fill out the following form and return it to:

International Marketing Department, Massachusetts Port Authority, One Harborside Drive, Suite 200S East Boston, MA 02128-2909

Tel. (617) 478-4100, Fax (617) 478-4111, www.massport.com

Company:

Address:

CEO's Name:

Contact Name:

Direct Phone Number:

Fax Number:

E-Mail:

Number of Employees:

Annual Sales Turnover in Previous Year:

Describe Your Product:

Does Your Company Export?
If So, To What Markets:

Has Your Company Ever Participated in Massport-Sponsored Business Development Missions?

Put Massport's International Marketing Specialists to Work For You

If you want to expand your business to overseas markets, Massport's team of international marketing experts can put you on the road to success. As an independent public authority, we have a strong track record. Annually, we move thousands of tons of cargo and millions of people around the world through Logan International Airport and the public terminals in the Port of Boston. And each and every day, we work hard to generate real opportunities for you—the manufacturers of goods in the six-state New England region.

Massport Export Accelerator Program

Building Bridges to International Markets

We give you what you need to begin developing your export potential:

- **We identify and qualify possible partners;**
- **We make sure that these partner companies are compatible;**
- **We put together a customized business development mission for you, arranging a full schedule of meetings and site visits;**
- **We advise you about onsite accommodations and logistics;**
- **And we provide on-the-ground assistance from our on-the-spot representatives. during and after your visit.**

International
Marketing Department,
Massachusetts
Port Authority,
One Harborside Drive,
Suite 200S
East Boston, MA
02128-2909

Tel. (617) 478-4100
Fax (617) 478-4111

Mark E. Robinson,
Chairman

Peter Blute,
Executive Director and CEO

Charles H. Yelen,
Managing Director,
International Marketing

Commonwealth
of Massachusetts

Paul Cellucci,
Governor

Jane Swift,
Lieutenant Governor